

Message Text

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PAGE 01 VIENNA 02446 141539Z

ACTION EUR-12

INFO OCT-01 ISO-00 AID-05 CEA-01 CIAE-00 COME-00 EB-08

EA-10 FRB-03 INR-10 IO-13 NEA-10 NSAE-00 USIA-06

OPIC-03 SP-02 TRSE-00 LAB-04 SIL-01 AGRE-00

OMB-01 SS-15 XMB-02 NSC-05 STR-07 L-03 /122 W

-----102754 150204Z /17

R 141538Z MAR 78

FM AMEMBASSY VIENNA

TO SECSTATE WASHDC 5560

INFO AMEMBASSY PARIS

AMEMBASSY BRUSSELS

LIMITED OFFICIAL USE VIENNA 02446

PARIS FOR USOECD

BRUSSELS FOR USEEC

E.O. 11552: N/A

TAGS: ETRD, ECON, AU

SUBJECT: EXPORT CREDITS: NEW INTERNATIONAL ARRANGE-
MENT

REF: STATE 60746

1. ON MARCH 14, ECON COUNS MADE DEMARCHE ON AMBASSADOR
BURESCH, DIRECTOR FOR ECONOMIC AFFAIRS IN FONMIN, AND
LEFT NOTE BASED ON REFTEL. DURING PRESENTATION
ECON COUNS STRESSED ILLUSORY NATURE OF ADVANTAGE
AUSTRIANS PERCEIVE THEY DERIVE FROM REQUIRING LOWER
CASH PAYMENT--A POINT WE ALWAYS HAVE EMPHASIZED--
AS WELL AS IMPORTANCE OF COOPERATION WITHIN OECD.

2. BURESCH MENTIONED PARTICULAR PROBLEM FACING
AUSTRIAN TRADERS WHO HAVE LARGE PORTION OF BUSINESS
WITH EAST EUROPEAN CUSTOMERS WHO HAVE INSISTED ON
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PAGE 02 VIENNA 02446 141539Z

LOWER CASH PAYMENTS, BUT HAD NO DIFFICULTY ACCEPTING
IDEA THAT COMPETITORS WOULD SIMPLY MATCH TERMS IF
THEY WANTED THE BUSINESS. HE SAID AUSTRIAN PARTI-
CIPATION IN THE NEW ARRANGEMENT WAS UNDER "ACTIVE
CONSIDERATION", AND WAS HOPEFUL THAT A WAY COULD BE
FOUND TO PERMIT AUSTRIA TO ACCEDE. HE WOULD PROVIDE
NO FURTHER DETAILS, BUT IT SEEMS EVIDENT THAT THIS

WILL NOT OCCUR BY APRIL 1. BURESCH ALSO SAID THAT
HE HAD BEEN APPROACHED BY THE SWEDES AND AN EC REPRE-
SENTATIVE URGING AUSTRIAN PARTICIPATION. WOLF

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NNN

Message Attributes

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Decaption Note:
Disposition Action: RELEASED
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Disposition Case Number: n/a
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